Are your sales presentations BORING?
Static and linear presentations won’t capture the attention of today’s buyer. In fact:

48% of SALES REPS don’t do a good job of business value articulation (Gartner)

74% of SALES REPS are too focused on themselves (Gartner)

1 in 3 PROSPECTS admit to falling asleep during a PowerPoint presentation (MarketingProfs)

Today’s modern B2B buyer wants a consultative sales interaction that requires their input and fosters engagement. According to Demand Gen Report,

84% of buyers prefer more interactive & visual content (DemandGen)

81% of buyers want value-focused tools to guide future investments (DemandGen)

95% of buyers want benchmarking & insights to measure effectiveness vs industry standards (DemandGen)

The cost to your organization is significant if your sales team is not engaging your buyer with interactive content.

83% of sales reps don’t get a second meeting (Richardson)

58% of deals end in no decision (SBI)

74% of buyers choose the first seller who adds value (Forrester)

See for yourself
Learn how to move beyond a canned sales pitch to an interactive engagement your prospects will value here:

Get Started Now
CLICK HERE

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